



May 2003

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TRADE NEWS is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in North and South Carolina. It is distributed by email. To correct, add or delete an address, send complete contact information to the Columbia USEAC at the email address or fax # above.

Trade News

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Please Note: A third page has been added to Trade News to provide our readers with a listing of all upcoming local events planned for NC and SC. .

Export-Import Bank Representatives to Visit North and South Carolina - Thomas Cummings and James Taylor, Business Development Officers with the Export-Import Bank of the U.S. will be traveling in North and South Carolina during the week of June 2-6 to meet with companies interested in learning more about EXIM's programs. Their tentative schedule is: Mon., June 2 - Raleigh, NC; Tues., June 3 - Charlotte, NC, Wed., June 4-Fri., June 6 - South Carolina. To arrange a one-on-one appointment with these officers to discuss how the Export-Import Bank can help you expand your export business, contact your local USEAC office.

SARS Need Not Prevent Business in Asia- Although SARS has hindered travel to the region, recently released Chinese statistics show a much brighter picture than is presented to the media. First-quarter 2003 statistics indicate that the Chinese economy is growing at a rate of nearly 10 percent, and U.S. exports to China are up an impressive 39 percent. SARS aside, this market continues to offer good opportunities to U.S. companies. Yet most business travel to the region from the U.S. has been either postponed or cancelled due to SARS. Other areas of significant concern to health authorities include Hong Kong and Singapore, and Vietnam. But U.S. companies should not stop pursuing business opportunities in these markets. **The U.S. Commercial Service offers a tool to keep U.S. business alive and well in Asia - videoconferencing.** U.S. Commercial Service offices in Beijing, Shanghai, Guangzhou, Hong Kong and Singapore have state-of-the art videoconferencing equipment and the ability to match U.S. companies with top Chinese agents, partners, and distributors. U.S. companies are taking advantage of this capability to conduct interactive meetings with Asian businesspeople without leaving home. SARS has impacted business throughout the region, but is also opening doors for U.S. companies to assist in controlling the outbreak. Examples of these opportunities include remote temperature-sensing equipment, hospital equipment, antiviral cleaning supplies and hygiene products. For additional information about our [Video Gold Key](#) and [Video Market Briefing](#) services contact your local USEAC. Note: Our offices in China recently formed the CS China SARS Taskforce and have devoted a section of their website to keep U.S. companies informed of products and services needed by China in the fight against SARS. There is also information on how the SARS epidemic is affecting the business climate. The website address is: <http://www.buyusa.gov/china/en/sars2.html>.

Iraq Reconstruction Task Force - U.S. Dept. of Commerce Secretary Donald Evans has created the "Iraq Reconstruction Task Force" comprised of experts throughout the Department dedicated to assisting in the Iraq rebuilding efforts. The Task Force's goal is to provide U.S. companies with the latest information on the reconstruction efforts and the related projects in which they can participate. The Task Force serves as an information-clearing house for the U.S. business community. Please take note of the following developments: 1) A new website: www.export.gov/Iraq will be updated daily; 2) A database has been established for receiving e-mail inquiries: Iraqinfo@mail.doc.gov; 3) A hotline will soon be activated. The # is 1-866-352-IRAQ (4727).

Warning - Telephone Scam! The U.S. Small Business Administration is cautioning small businesses across the country to be wary of telephone callers who imply that they are connected with the agency and ask for privileged financial information or personal data, and solicit fees for products or membership. Businesses contacted by anyone claiming to represent a private entity identified as "SBA," or an entity with a name suggestive of the Small Business Administration, are asked to contact the United States Small Business Administration's Office of Inspector General, and to provide that office with details of any such contact. Such communications should be directed to the U.S. Small Business Administration, Office of Inspector General, 409 Third Street, S.W. - Seventh Floor, Washington D.C. 20416, or (202) 205-6586 (telephone), or (202) 205-7382 (fax), or OIG@SBA.GOV (e-mail).



Government of China Announces CCC Mark Enforcement Delay

The U.S. Commercial Service at the American Embassy in Beijing has advised that the Government of China has postponed the mandatory enforcement date of the China Compulsory Certificate (CCC Mark) from May 1, 2003 to August 1, 2003. The decision was made on April 23. The official Announcement reads, "This is to announce that, out of some objective reasons, the compulsory product certification process of applications, sample delivery and factory inspection has been impacted, it is hereby decided to postpone the mandatory date of the compulsory product certification from May 1, 2003 to August 1, 2003. During this period, applicants are encouraged to do online applications; those who have already obtained certificates can purchase labels by mail order from the Label Dispersion Center."

CNCA also posted on its website the procedures to mail order CCC Mark Labels as follows:

1. The applicant should fax a copy of its CCC certificate and label purchasing application to the Label Dispersion Management Center at fax #'s 8610 8563-3686 or 8610 8561-9049.
2. Upon receipt of the fax from the applicant, the Label Dispersion management Center will fax a copy of an invoice (payment notification) to the applicant;
3. The applicant can then wire transfer money to the payee according to the information contained in the invoice (name of payee, bank account and total amount payable);
4. After receipt of payment, the Label Dispersion Management Center will mail the labels to the applicant.

Industry sources believe that SARS is the major reason for this delay. As Beijing is one of the cities most seriously affected by SARS, officials from China Quality Center (CQC), which is designated by China's Certification and Accreditation Adm. (CNCA) to handle applications and factory inspection in relation to CCC mark systems, have experienced problems traveling out of China to conduct factory inspections. U.S. Commercial Service in Beijing believes that this postponement of CCC mark enforcement is good for both CNCA and the industry. CNCA will have more time to address of the issues raised by industry and improve the implementation process while industry has gained more time to familiarize themselves with the CCC mark system and be better prepared for the CCC Mark application in the future.

Reminder Regarding Business with Iraq: All U.N. and U.S. sanctions against doing business in or with Iraq are still in place. U.S. companies may only do business in Iraq through U.S. Government contracts. For additional information, go to <http://www.export.gov/iraq>.

Nigerian Scam Alert: The U.S. Secret Service has set up a task force to address the "Nigerian Advance Fee Fraud" schemes. In these schemes, someone pretending to be a government official or business-person asks ordinary individuals and companies to help move millions of dollars out of Nigeria or another third world country in exchange for high, hassle-free profits. These "scam artists" solicit investors through mass mailings, faxes, phone calls, and e-mails. If you receive or have received such a solicitation and have not participated or have not lost any money, please send the information by email to 419.fcd@ussss.treas.gov or by fax to 202-406-6930 or 202-406-5031.

Check Out These Valuable Resources:

- ✓ **OPIC News** - *OPIC News* is a free electronic newsletter published by the Overseas Private Investment Corporation (OPIC), an agency of the U.S. government, to keep you up to date on OPIC activities as well as important developments in the world of investing overseas. To view current issues or to subscribe visit <http://www.opic.gov/OPICNews/0504/opicnews0504.pdf>.
- ✓ **Australia - New Zealand** - The April 2003 edition of the *Australia - New Zealand Export Opportunities Bulletin* features:
 - Fuse
 - Australia - New Zealand feature from the April *Export America* magazine
 - Upcoming Trade Events
 - Snippets from our latest ISAs - software, aged care, security, travel, telecom and medical devices
 - E-Z-2-C guide to CS Services in Australia and New ZealandTo view April and past editions of the A-NZ Export Opportunities Bulletin visit <http://www.buyusa.gov/australia/en/page127.html>.
- ✓ **U.S. Commercial Services Environmental Team Newsletter** - Includes trade events and opportunities of interest to companies seeking to sell environmental products and services internationally. Email: office.Columbia@mail.doc.gov to request a copy.
- ✓ **SARS** - Information and updates can be found at <http://www.emergencyemail.org/cdc/>. Information on health advisories is available on the websites for Centers for Disease Control: <http://www.cdc.gov/ncidod/sars/> and the World Health Organization: <http://www.who.int/csr/sars/en>.
- ✓ **New Help for Determining Need for Export License** - The bureau of Industry and Security has launched its online *Introduction to U.S. Export Control* designed to educate new exporters on U.S. export regulations. See www.bis.doc.gov and click on *Export Control Basics*.
- ✓ **Commerce Department Launches Web Site in Spanish** - Designed to inform the Hispanic community of changes in the economy, upcoming trade development missions, high tech issues and trade opportunities, the web site also allows users to access information about minority development, export assistance, grant opportunities, and contracting and career opportunities. The address is http://www.commerce.gov/index_spanish.htm.



Trade Calendar for North and South Carolina May 2003

Adapting to a New Global Trade Environment, May 12-13, Reston, VA - This event will bring together the American business community and Commerce Department officers from U.S. embassies in 85 countries for two days of briefings, seminars and meetings on international business opportunities and prospects. These officers will present the latest market intelligence and will also be available to meet one-on-one with conference participants to counsel them on best prospects in their respective countries. To register or access more information, including travel information, Washington area hotels, list of participating Senior Commercial Officers and up-to-date agenda information, please visit www.usatrade.gov, call 202-775-3483 or email m-kalnicky@bcia.org.

North Carolina/South Carolina:

May 22: **Selling to Central Europe** - Senior Commercial Officers from U.S. Commercial Service posts in Poland and Hungary, as well as the Chief of the U.S. Mission to the European Union, will make presentations and be available for individual appointments with exporters. **Sponsors:** North and South Carolina District Export Councils, Charlotte and Columbia USEAC, Small Business Development Center at Winthrop University. **Location:** Winthrop University, Rock Hill; **Contact:** Ann Watts, Columbia USEAC, 803-765-5345, Ann.Watts@mail.doc.gov or Juanita Harthun, Charlotte USEAC, 704-333-4886, Juanita.Harthun@mail.doc.gov.

South Carolina:

May 8: **Entering the European Market** - This live, interactive videoconference with the U.S. Mission to the European Union will cover topics including customs classification, CE mark, product warranty and distance selling. **Sponsors:** Columbia USEAC and SCDOC; **Location:** SCDOC Presentation Center, 15th Floor, SouthTrust Building, 1201 Main Street, Columbia, 9:00 a.m. - 11:00 a.m.; **Registration Fee:** No registration fee, but seating is limited and registration is required; **Contact:** Ann Watts, Columbia USEAC, 803-765-5345, Ann.Watts@mail.doc.gov.

May 21: **Video Market Briefing with U.S. Commercial Service Office in Monterrey, Mexico** - This Video Market Briefing will discuss current market conditions in Monterrey and the upcoming US/SC DOC South Carolina Trade Mission to Monterrey planned for October 1-3, 2003. **Sponsors:** Greenville USEAC and S.C. Department of Commerce; **Location/Time:** SCDOC Presentation Center, 15th Floor, SouthTrust Building, 1201 Main Street, Columbia, 10:30 a.m. - 12:00 noon. Pre-registration is required. **Contact:** Denis Csizmadia in the Greenville USEAC. 864-271-1976, denis.csizmadia@mail.doc.gov or Amy Thomson at SCDOC, 803 -737-0488, athomson@TeamSC.com.

May 27: **Doing Business in Southern Africa** - Midlands International Trade Association Luncheon, Guest Speaker: Johnny E. Brown, Minister Counselor for Southern Africa. **Sponsors:** Columbia USEAC, Transcon Trading Co., J.W. Hunt and Company, LLP; **Location/Time:** Holiday Inn Coliseum at USC, 630 Assembly St., Columbia, 12:00 noon - 2:00 p.m.. \$18 - members and their guests; \$25 non-members. **Contact:** Please make your reservations no later than 5:00 p.m. Wed., May 21, to Maureen Taylor, 803-356-8964 or www.scmia.com

May 28: **Doing Business in Southern Africa** - CSRA Export Network Workshop; Guest Speaker: Johnny E. Brown, Minister Counselor for Southern Africa. **Sponsors:** Columbia USEAC and UGA SBDC; **Location/Time:** University of Georgia Business Outreach Services/SBDC, 1054 Claussen Road, Ste. 301, Augusta, GA, 2:00 p.m. - 3:30 p.m.. **Contact:** Jayne Woodward, Columbia USEAC, 803-253-3612, jayne.woodward@mail.doc.gov. Mr. Brown will be available immediately following the workshop for one-on-one appointments scheduled on a first-come, first-serve basis.



The U.S. and S.C. Departments of Commerce are Organizing a South Carolina Business Matchmaking Mission to Monterrey, Mexico - October 1-3, 2003

This mission will include five carefully screened Gold-Key appointments with reps, distributors, and partners; a pre-mission briefing and videoconference with the U.S. consulate in Monterrey; export finance strategy counseling with the U.S. Small Business Administration; a thorough background check on your final, selected Mexican Gold Key company; and networking events and opportunities. Last year, SC companies exported \$781.6 million worth of goods and services to Mexico—a 7% increase over the previous year during an economic downturn! Monterrey, a city of approximately 3.8 million people, was named by Fortune magazine as the best city in Latin America in which to do business. Moreover, the business culture in Monterrey is very similar to that of the U.S. You'll find a well-educated, hard working work force ready to do business with you. For more information, contact Denis Csizmadia, Greenville USEAC or Amy Thomson, SCDOC, tel: 803-737-0488, athomson@TeamSC.com.

